

## Message Text

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PAGE 01 ALGIER 00130 221236Z

46

ACTION AF-05

INFO OCT-01 EUR-06 ISO-00 EB-05 DRC-01 RSC-01 NEA-06 /025 W

----- 046722

R 221105Z JAN 74

FM USINT ALGIERS

TO USDOC WASHDC

AMEMBASSY ATHENS

INFO SECSTATE WASHDC 0037

AMEMBASSY RABAT

AMCONSUL CASABLANCA

FAA BRUSSELS

UNCLAS ALGIERS 0130

E.O. 11652: N/A

TAGS: BEXP, AG

SUBJ: AIRPORT COMMUNICATIONS TECHNICAL SALES SEMINAR: ALGIERS

USDOC FOR BIC/OIM/SAD-COATES FROM WILKES AND COMATT

REF: (A) ATHENS 0346 (B) ATHENS 0372

1. SUMMARY. ALGIERS STOP HIGHLY SUCCESSFUL, EXCEEDING EXPECTATIONS OF USINT AND SEMINAR MEMBERS. SEMINAR PRESENTATIONS AND MEMBERS EXTREMELY WELL RECEIVED BY ALGERIANS, INCLUDING HIGHEST LEVEL CIVIL AVIATION AUTHORITIES, AND GREAT INTEREST SHOWN IN ALL PRESENTATIONS. SIGNIFICANT BUSINESS EXPECTED TO RESULT IN NEXT TWO YEARS AND SUBSEQUENTLY. AT ALGERIAN SUGGESTION ALGERIAN TECHNICAL AND FINANCIAL PERSONNEL ARE BEING INVITED TO VISIT FAA AND INDUSTRY FACILITIES IN U.S. FAA CONTRACT TO SURVEY ALL ALGERIAN CIVIL AVIATION COMMUNICATION AND ATC NEEDS IS A FUTURE POSSIBILITY. END SUMMARY.

2. OFFICIAL PROGRAM BEGAN WITH EXCELLENT ALGERIAN TURNOUT AT CHARGE'S RECEPTION JAN. 16. ALL MEMBERS GIVEN FULL TOUR AIR TRAFFIC CONTROL (ATC) CENTER AND AIRPORT COMMUNICATIONS FACILITIES MORNING JAN. 17. SEMINAR OPENED AFTERNOON JAN. 17 BY DIRECTOR OF CIVIL AVIATION ZERHOUNI AND DIRECTOR-GENERAL  
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PAGE 02 ALGIER 00130 221236Z

OF ALGERIAN AERONAUTICAL AND METEOROLOGICAL ORGANIZATION

(ENEMA) BENAMMOUR, FOLLOWED BY GEN. LUNDQUIST'S AND TWO INDUSTRY PAPERS. ZERHOUNI AND BENAMMOUR HAD PREVIOUSLY ANNOUNCED THEY WOULD STAY ONLY THROUGH OPENING BUT IN FACT STAYED FOR ENTIRE SEMINAR BOTH DAYS AND INTO INFORMAL WORKING GROUPS FOLLOWING. A TOTAL OF ABOUT 40 ALGERIANS PARTICIPATED IN SEMINAR, FROM CIVIL AVIATION, ENEMA, AIR ALGERIE, STA (ALGERIAN CHARTER AND SHORT-HAUL AIRLINE), POSTS AND TELECOMMUNICATIONS MINISTRY, STATE ELECTRICAL EQUIPMENT CORPORATION (SONELEC) AND AIR FORCE. SEVEN INDIVIDUAL APPOINTMENTS AND SMALL GROUPS WERE FORMED INFORMALLY AFTERNOON OF JAN. 18, FOLLOWING FORMAL MORNING SESSION WITH FIVE INDUSTRY PAPERS. SOME DISCUSSIONS CONTINUED MORNING JAN. 19.

3. ALGERIANS CLEARLY DELIGHTED WITH PRESENTATION. ZERHOUNI, BENAMMOUR AND TWO OTHERS INVITED LUNDQUIST AND FAA, USDOC, AND USINT OFFICERS TO DINNER ON SPUR OF MOMENT JAN. 17, AND HOSTED FORMAL RECEPTION FOR ENTIRE GROUP JAN. 18. THERE WERE SEVERAL OTHER GOOD U.S. INDUSTRY --ALGERIAN SOCIAL CONTACTS.

4. IN CALL BY LUNDQUIST, DOWLING AND COMATT ON ZERHOUNI AND BENAMMOUR JAN. 18 ALGERIANS EXPRESSED INTEREST IN HAVING INSTALLATIONS, POSSIBLY LEADING TO CONTRACT SURVEY OF TOTAL ALGERIAN ATC NEEDS BY FAA. FORMAL INVITATION FROM USINT TO ALGERIANS TO SEND GROUP (AT ALGERIAN EXPENSE) WILL BE SENT THIS WEEK.

5. ZERHOUNI TOLD USDOC OFFICIAL AT FINAL RECEPTION THAT THE SEMINAR WAS IN HIS MIND 100 PERCENT SUCCESSFUL. USINT CONCURS FULLY.

6. SALES FIGURES WILL FOLLOW FROM MOROCCO. DETAILED REPORTING AIRGRAM FOLLOWS.

7. REVISED ALGIERS BUDGET:

COMMERCE BUDGET

DOLLARS

TRANSPORTATION	400.00
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PAGE 03 ALGIER 00130 221236Z

LOCAL INTERPRETERS FOR INDIVIDUAL

APPOINTMENTS	100.00
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CHAIRMAN'S SUITE	220.00
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SUPPLIES AND EQUIPMENT	20.00
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CONSTRUCTION OF PODIUM 10.00

TOTAL 750.00

HOSPITALITY BUDGET

RECEPTION AT RESIDENCE 135.00

PRINTING INVITATIONS FOR RECEPTION 15.00

REFRESHMENTS DURING TWO SEMINAR

SESSIONS 250.00

TOTAL 400.00

8. FOR ATHENS: DOLS 150 FOR CHAIRMAN'S SUITE OMITTED  
FROM COMMERCE BUDGET IN REFTTEL A. THIS COUPLED WITH  
REDUCTION OF DOLS. 50 ON TRANSPORTATION (REFTEL B)  
BRINGS NEW TOTAL TO DOLS. 1,055.00.  
EAGLETON

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## Message Attributes

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**Concepts:** n/a  
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**Subject:** AIRPORT COMMUNICATIONS TECHNICAL SALES SEMINAR: ALGIERS USDOC FOR BIC/OIM/SAD-COATES FROM WILKES AND COMATT  
**TAGS:** BEXP, AG  
**To:** ATHENS  
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